



From Oversight to Insight

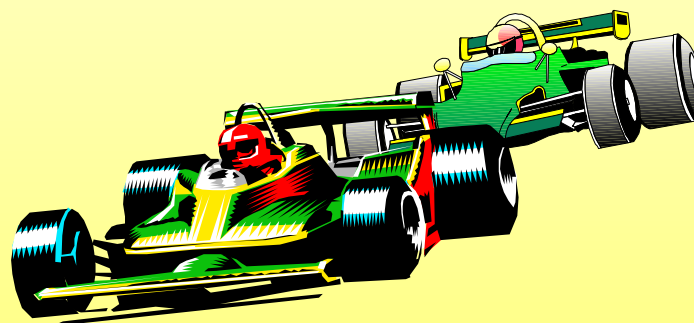
IPT Pricing

DCMC's New Price/Cost Analysis Method

Better

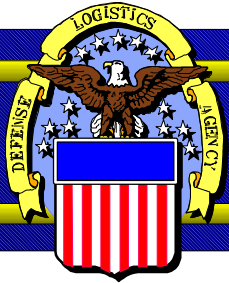


Faster



Cheaper

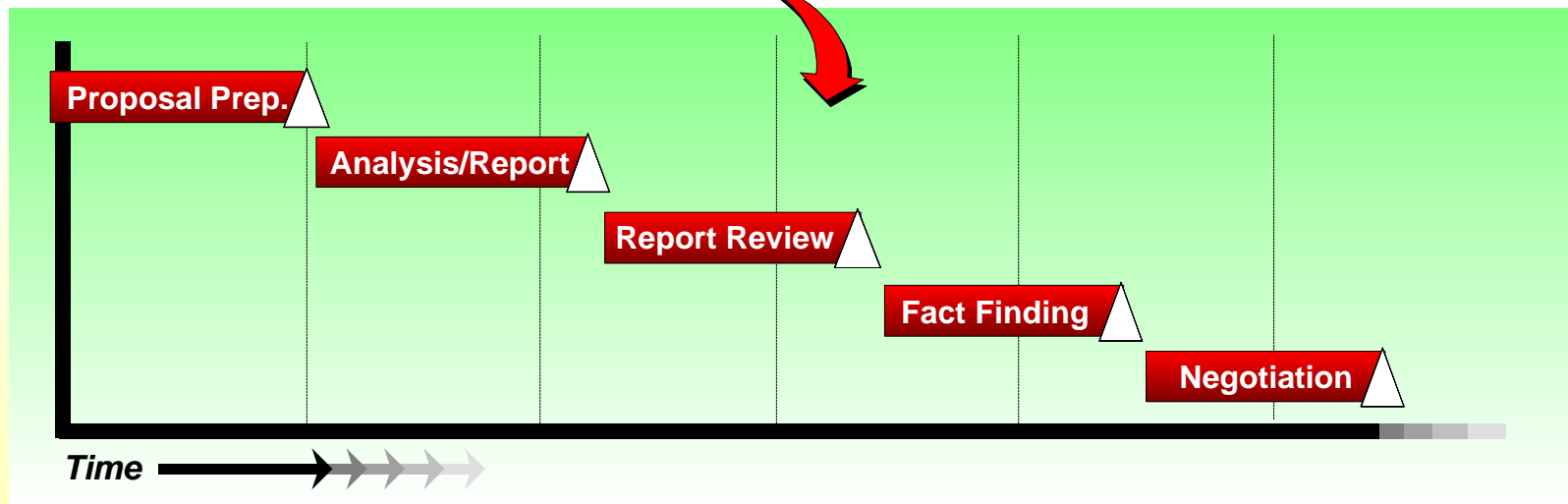




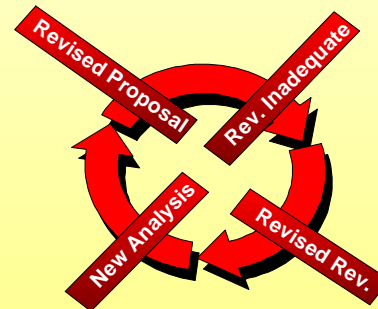
IPT Pricing

Not this!

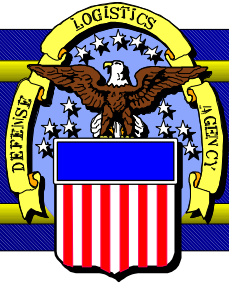
Sequential, at every step



***. . . participants always
at arms length***



***. . . and process always
susceptible to "re-do loops"***



From Oversight to Insight

***Natural follow-on and
complement to Early CAS***

IPT Pricing

**Teaming of DCMC, DCAA and
Buying Activity**

Synergy!

**Continuous communication
with contractor during
proposal development**

***Address concerns
"real time"***

**Concurrent evaluation,
analysis, and fact finding**

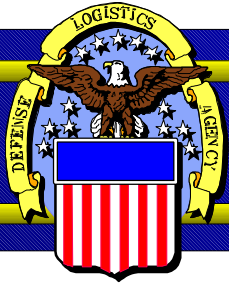
***Speeds up
pre-neg position***

***Supports SECDEF
policy on IPT s***

***Supports DCAA's
IPT approach***

Fast negotiations!

***Issues already
resolved***

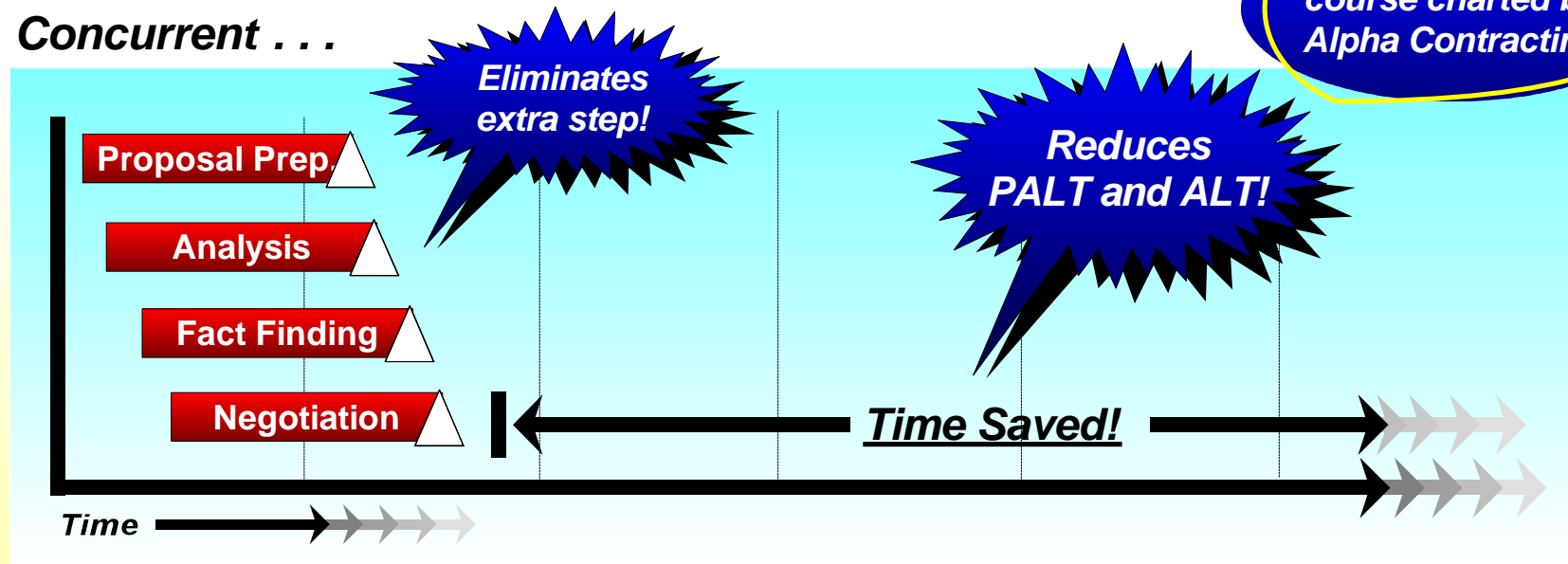


IPT Pricing

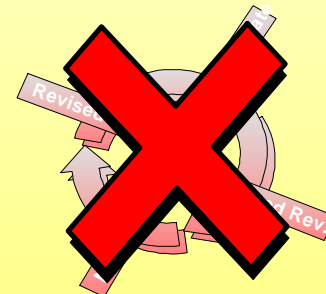
This!

*Follows the
course charted by
Alpha Contracting*

Concurrent . . .



... enhanced consultation and teamwork ...

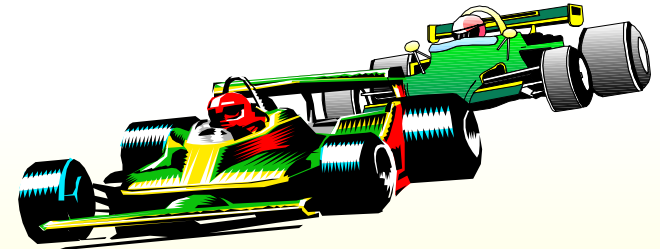


... "re-do loops" eliminated!



IPT Pricing

"It Works!"



***Army: Field Artillery Ammunition Support Vehicles--
Contract awarded 27 days after RFP issued***

***Navy: LAMPS Mk 3--360 to 400 days award cycle time
cut to 120 days, and it's still going lower!***

***Air Force: Titan IV Launch Operations Contract--\$2.5B
contract awarded in less than 120 days***



IPT Pricing

This is now our standard method for all pricing actions

(Product-oriented view)

